



***Minuteman Minimum
Essential Emergency
Communication Network
(MEECN) Program (MMP)
Success Story***

24 March 1999

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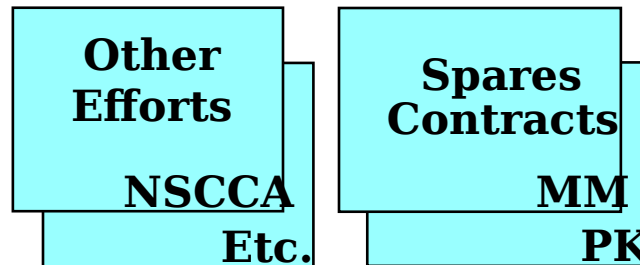


What is the ICBM Prime Integrating Contract (IPIC)?

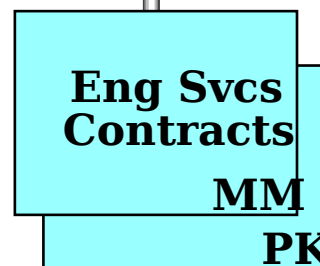
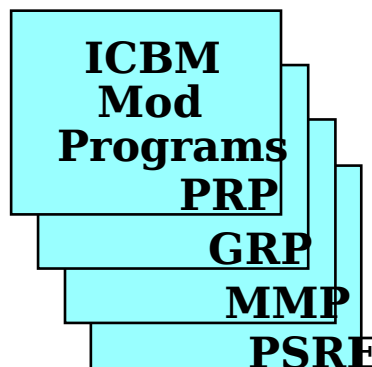


ICBM Prime Integration

ICBM SPO contracted with TRW team (Boeing, Thiokol, Lockheed Martin, GTE, etc.) to perform as ICBM Prime contractor



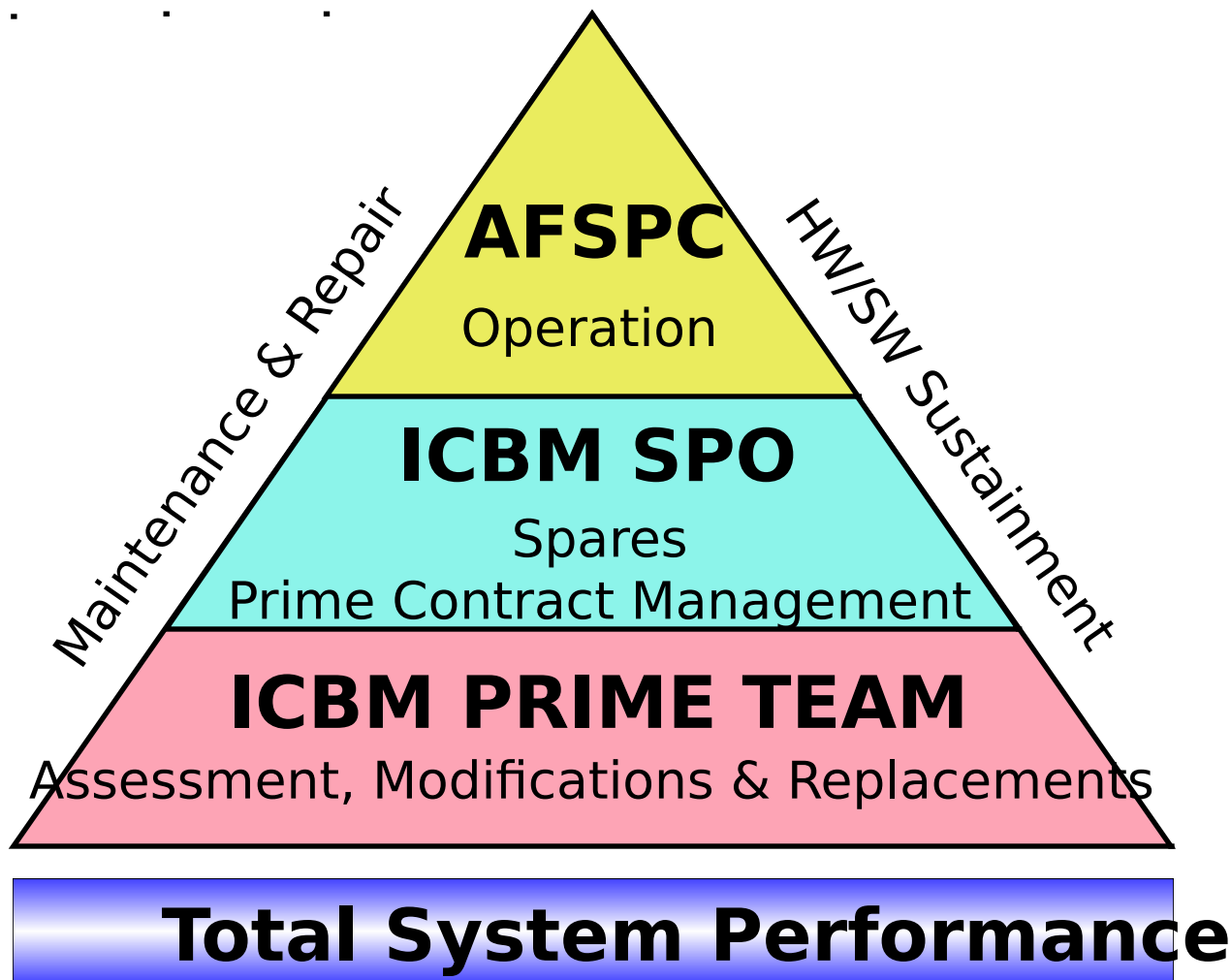
15 Years **ICBM** \$3.4B
Prime Integration Contract



SPO



The ICBM Prime Team





IPIC TSPR

Requirement

- ICBM SPO contracted with Prime Team for ICBM Total System Performance Responsibility (TSPR)
 - Performance parameters of reliability, availability, survivability & accuracy
 - No degradation of Weapon System performance
 - Ensure modifications to Weapon System do not degrade performance



MMP Implementation of TSPR

- MMP interfaces with the Minuteman weapon system
 - Higher Authority Communications/Rapid Message Processing Element (HAC/RMPE)
 - Hardness
 - Power
 - Environmental Control System (ECS)
 - Missile Alert Facility (MAF)
 - Trainers
 - Combined EHF & VLF/LF integration requires ICBM expertise
- IPIC TSPR required Prime Team involvement to ensure MMP interfaces do not degrade weapon system performance
 - Win/Win policy
 - Allows single team to implement MMP upgrade
 - Provides a single interface to customer



The IPIC MMP Acquisition Process



IPIC Approach

- Prime Team contracted to perform MMP in two phases
 - Phase I: Acquisition (TRW only)
 - Conduct a source selection that:
 - Evaluates competition at all levels
 - Minimizes program and technical risk
 - Provides “Best Value” solution to the Air Force
 - Completed source selection in less than 4 months (Oct 98 thru Jan 99)
 - RFP preparation through source selection decision
 - Decision briefed to Government 11 Jan 99
 - Phase II: Execution (Prime Team)
 - Develop, Produce and Deploy MMP systems in the Minuteman Weapon System
 - FOC NLT December 2003



IPIC Acquisition

Process

Make/Buy

Purpose

- To implement a contract and/or subcontract which meets the requirements of the Government and assures best value

Best Value

- Best Value is the proposal evaluation process which considers the following factors
 - Technical implementation and expertise
 - Management
 - Experience and past performance
 - Cost effectiveness
 - Risk



IPIC Acquisition Process (Cont'd)

- The Make/Buy process involves the following sequence of decisions
 - TRW Make/Buy
 - TRW Make
 - or
 - TRW Buy (Competition or Sole Source)
 - Teammate
 - or
 - Non Teammate
 - Teammate Buy (Competition or Sole Source)
 - Teammate
 - or
 - Non Teammate
 - This process can be modified by government direction
 - Directed competition
 - Directed source
 - Etc



Acquisition Strategy

- MMP solution should maximize use of existing technology
 - Both EHF and VLF/LF systems are mature technology
 - Minimize new development costs
 - Minimize program risk
- Use EHF and VLF/LF ORDs as pass through requirements documents
 - Good composition required minimal clarification to bidders



Source Selection

Results

- Solution comprised of 94% NDI/COTS
 - Low development risk
 - Development focus on integration of existing technology
- FOC planned for December 2002 (one year early)
- Innovative deployment approach minimizes LCC downtime

Satisfies the needs of the Customer!



What we learned from the process



Factors Contributing to Success

- Hand-picked a dedicated and isolated acquisition team
 - Entrusted and empowered by management to get the job done
- Increased efficiency through effective communication paths
 - Established a website to share information and disseminate RFP documents to industry realtime
 - Published a weekly newsletter to management and government
 - Held daily telecons with government program office
 - Supported weekly telecons which included AFOTEC, AFSPC, ICBM and ESC SPOs
- Advanced letters to DCAA for assist audit on subcontractor rates
- Maintained technical requirements baseline throughout RFP process